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NOTICE OF ALLOWANCE AND FEE(S) DUE

25859 7590 01/29/2009

WEI TE CHUNG
FOXCONN INTERNATIONAL, INC.
1650 MEMOREX DRIVE
SANTA CLARA, CA 95050

EXAMINER

JEANTY, ROMAIN

ART UNIT

PAPER NUMBER

3624

DATE MAILED: 01/29/2009

APPLICATION NO.	FILING DATE	FIRST NAMED INVENTOR	ATTORNEY DOCKET NO.	CONFIRMATION NO.
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10/648,745

08/25/2003

Ming-Fang Tsai

3735

TITLE OF INVENTION: SYSTEM AND METHOD FOR ANALYZING SALES PERFORMANCES

APPLN. TYPE	SMALL ENTITY	ISSUE FEE DUE	PUBLICATION FEE DUE	PREV. PAID ISSUE FEE	TOTAL FEE(S) DUE	DATE DUE
nonprovisional	NO	\$1510	\$300	\$0	\$1810	04/29/2009

THE APPLICATION IDENTIFIED ABOVE HAS BEEN EXAMINED AND IS ALLOWED FOR ISSUANCE AS A PATENT. PROSECUTION ON THE MERITS IS CLOSED. THIS NOTICE OF ALLOWANCE IS NOT A GRANT OF PATENT RIGHTS. THIS APPLICATION IS SUBJECT TO WITHDRAWAL FROM ISSUE AT THE INITIATIVE OF THE OFFICE OR UPON PETITION BY THE APPLICANT. SEE 37 CFR 1.313 AND MPEP 1308.

THE ISSUE FEE AND PUBLICATION FEE (IF REQUIRED) MUST BE PAID WITHIN THREE MONTHS FROM THE MAILING DATE OF THIS NOTICE OR THIS APPLICATION SHALL BE REGARDED AS ABANDONED. THIS STATUTORY PERIOD CANNOT BE EXTENDED. SEE 35 U.S.C. 151. THE ISSUE FEE DUE INDICATED ABOVE DOES NOT REFLECT A CREDIT FOR ANY PREVIOUSLY PAID ISSUE FEE IN THIS APPLICATION. IF AN ISSUE FEE HAS PREVIOUSLY BEEN PAID IN THIS APPLICATION (AS SHOWN ABOVE), THE RETURN OF PART B OF THIS FORM WILL BE CONSIDERED A REQUEST TO REAPPLY THE PREVIOUSLY PAID ISSUE FEE TOWARD THE ISSUE FEE NOW DUE.

HOW TO REPLY TO THIS NOTICE:

I. Review the SMALL ENTITY status shown above.

If the SMALL ENTITY is shown as YES, verify your current SMALL ENTITY status:

A. If the status is the same, pay the TOTAL FEE(S) DUE shown above.

B. If the status above is to be removed, check box 5b on Part B - Fee(s) Transmittal and pay the PUBLICATION FEE (if required) and twice the amount of the ISSUE FEE shown above, or

If the SMALL ENTITY is shown as NO:

A. Pay TOTAL FEE(S) DUE shown above, or

B. If applicant claimed SMALL ENTITY status before, or is now claiming SMALL ENTITY status, check box 5a on Part B - Fee(s) Transmittal and pay the PUBLICATION FEE (if required) and 1/2 the ISSUE FEE shown above.

II. PART B - FEE(S) TRANSMITTAL, or its equivalent, must be completed and returned to the United States Patent and Trademark Office (USPTO) with your ISSUE FEE and PUBLICATION FEE (if required). If you are charging the fee(s) to your deposit account, section "4b" of Part B - Fee(s) Transmittal should be completed and an extra copy of the form should be submitted. If an equivalent of Part B is filed, a request to reapply a previously paid issue fee must be clearly made, and delays in processing may occur due to the difficulty in recognizing the paper as an equivalent of Part B.

III. All communications regarding this application must give the application number. Please direct all communications prior to issuance to Mail Stop ISSUE FEE unless advised to the contrary.

IMPORTANT REMINDER: Utility patents issuing on applications filed on or after Dec. 12, 1980 may require payment of maintenance fees. It is patentee's responsibility to ensure timely payment of maintenance fees when due.

PART B - FEE(S) TRANSMITTAL

**Complete and send this form, together with applicable fee(s), to: Mail Mail Stop ISSUE FEE
Commissioner for Patents
P.O. Box 1450
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INSTRUCTIONS: This form should be used for transmitting the ISSUE FEE and PUBLICATION FEE (if required). Blocks 1 through 5 should be completed where appropriate. All further correspondence including the Patent, advance orders and notification of maintenance fees will be mailed to the current correspondence address as indicated unless corrected below or directed otherwise in Block 1, by (a) specifying a new correspondence address; and/or (b) indicating a separate "FEE ADDRESS" for maintenance fee notifications.

CURRENT CORRESPONDENCE ADDRESS (Note: Use Block 1 for any change of address)

Note: A certificate of mailing can only be used for domestic mailings of the Fee(s) Transmittal. This certificate cannot be used for any other accompanying papers. Each additional paper, such as an assignment or formal drawing, must have its own certificate of mailing or transmission.

25859 7590 01/29/2009

WEI TE CHUNG
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1650 MEMOREX DRIVE
SANTA CLARA, CA 95050

Certificate of Mailing or Transmission

I hereby certify that this Fee(s) Transmittal is being deposited with the United States Postal Service with sufficient postage for first class mail in an envelope addressed to the Mail Stop ISSUE FEE address above, or being facsimile transmitted to the USPTO (571) 273-2885, on the date indicated below.

(Depositor's name)
(Signature)
(Date)

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nonprovisional NO \$1510 \$300 \$0 \$1810 04/29/2009

EXAMINER	ART UNIT	CLASS-SUBCLASS
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JEANTY, ROMAIN 3624 705-010000

1. Change of correspondence address or indication of "Fee Address" (37 CFR 1.363).

- ☐ Change of correspondence address (or Change of Correspondence Address form PTO/SB/122) attached.
- ☐ "Fee Address" indication (or "Fee Address" Indication form PTO/SB/47; Rev 03-02 or more recent) attached. **Use of a Customer Number is required.**

2. For printing on the patent front page, list

- (1) the names of up to 3 registered patent attorneys or agents OR, alternatively, 1 _____
- (2) the name of a single firm (having as a member a registered attorney or agent) and the names of up to 2 registered patent attorneys or agents. If no name is listed, no name will be printed. 2 _____
- 3 _____

3. ASSIGNEE NAME AND RESIDENCE DATA TO BE PRINTED ON THE PATENT (print or type)

PLEASE NOTE: Unless an assignee is identified below, no assignee data will appear on the patent. If an assignee is identified below, the document has been filed for recordation as set forth in 37 CFR 3.11. Completion of this form is NOT a substitute for filing an assignment.

(A) NAME OF ASSIGNEE (B) RESIDENCE: (CITY and STATE OR COUNTRY)

Please check the appropriate assignee category or categories (will not be printed on the patent) : ☐ Individual ☐ Corporation or other private group entity ☐ Government

4a. The following fee(s) are submitted:

- ☐ Issue Fee
- ☐ Publication Fee (No small entity discount permitted)
- ☐ Advance Order - # of Copies _____

4b. Payment of Fee(s); (Please first reapply any previously paid issue fee shown above)

- ☐ A check is enclosed.
- ☐ Payment by credit card. Form PTO-2038 is attached.
- ☐ The Director is hereby authorized to charge the required fee(s), any deficiency, or credit any overpayment, to Deposit Account Number _____ (enclose an extra copy of this form).

5. Change in Entity Status (from status indicated above)

- ☐ a. Applicant claims SMALL ENTITY status. See 37 CFR 1.27. ☐ b. Applicant is no longer claiming SMALL ENTITY status. See 37 CFR 1.27(g)(2).

NOTE: The Issue Fee and Publication Fee (if required) will not be accepted from anyone other than the applicant; a registered attorney or agent; or the assignee or other party in interest as shown by the records of the United States Patent and Trademark Office.

Authorized Signature _____

Date _____

Typed or printed name _____

Registration No. _____

This collection of information is required by 37 CFR 1.311. The information is required to obtain or retain a benefit by the public which is to file (and by the USPTO to process) an application. Confidentiality is governed by 35 U.S.C. 122 and 37 CFR 1.14. This collection is estimated to take 12 minutes to complete, including gathering, preparing, and submitting the completed application form to the USPTO. Time will vary depending upon the individual case. Any comments on the amount of time you require to complete this form and/or suggestions for reducing this burden, should be sent to the Chief Information Officer, U.S. Patent and Trademark Office, U.S. Department of Commerce, P.O. Box 1450, Alexandria, Virginia 22313-1450. DO NOT SEND FEES OR COMPLETED FORMS TO THIS ADDRESS. SEND TO: Commissioner for Patents, P.O. Box 1450, Alexandria, Virginia 22313-1450.

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EXAMINER

JEANTY, ROMAIN

ART UNIT

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Determination of Patent Term Adjustment under 35 U.S.C. 154 (b) (application filed on or after May 29, 2000)

The Patent Term Adjustment to date is 1234 day(s). If the issue fee is paid on the date that is three months after the mailing date of this notice and the patent issues on the Tuesday before the date that is 28 weeks (six and a half months) after the mailing date of this notice, the Patent Term Adjustment will be 1234 day(s).

If a Continued Prosecution Application (CPA) was filed in the above-identified application, the filing date that determines Patent Term Adjustment is the filing date of the most recent CPA.

Applicant will be able to obtain more detailed information by accessing the Patent Application Information Retrieval (PAIR) WEB site (<http://pair.uspto.gov>).

Any questions regarding the Patent Term Extension or Adjustment determination should be directed to the Office of Patent Legal Administration at (571)-272-7702. Questions relating to issue and publication fee payments should be directed to the Customer Service Center of the Office of Patent Publication at 1-(888)-786-0101 or (571)-272-4200.

Notice of Allowability	Application No.	Applicant(s)	
	10/648,745	TSAI, MING-FANG	
	Examiner	Art Unit	
	Romain Jeanty	3624	

-- The MAILING DATE of this communication appears on the cover sheet with the correspondence address--

All claims being allowable, PROSECUTION ON THE MERITS IS (OR REMAINS) CLOSED in this application. If not included herewith (or previously mailed), a Notice of Allowance (PTOL-85) or other appropriate communication will be mailed in due course. **THIS NOTICE OF ALLOWABILITY IS NOT A GRANT OF PATENT RIGHTS.** This application is subject to withdrawal from issue at the initiative of the Office or upon petition by the applicant. See 37 CFR 1.313 and MPEP 1308.

1. ☒ This communication is responsive to Amendment filed on October 31, 2008.
2. ☒ The allowed claim(s) is/are 1,3-8 and 10.
3. ☐ Acknowledgment is made of a claim for foreign priority under 35 U.S.C. § 119(a)-(d) or (f).
 - a) ☐ All b) ☐ Some* c) ☐ None of the:
 1. ☐ Certified copies of the priority documents have been received.
 2. ☐ Certified copies of the priority documents have been received in Application No. _____.
 3. ☐ Copies of the certified copies of the priority documents have been received in this national stage application from the International Bureau (PCT Rule 17.2(a)).

* Certified copies not received: _____.

Applicant has THREE MONTHS FROM THE "MAILING DATE" of this communication to file a reply complying with the requirements noted below. Failure to timely comply will result in ABANDONMENT of this application.

THIS THREE-MONTH PERIOD IS NOT EXTENDABLE.

4. ☐ A SUBSTITUTE OATH OR DECLARATION must be submitted. Note the attached EXAMINER'S AMENDMENT or NOTICE OF INFORMAL PATENT APPLICATION (PTO-152) which gives reason(s) why the oath or declaration is deficient.
5. ☐ CORRECTED DRAWINGS (as "replacement sheets") must be submitted.
 - (a) ☐ including changes required by the Notice of Draftsperson's Patent Drawing Review (PTO-948) attached
 - 1) ☐ hereto or 2) ☐ to Paper No./Mail Date _____.
 - (b) ☐ including changes required by the attached Examiner's Amendment / Comment or in the Office action of Paper No./Mail Date _____.

Identifying indicia such as the application number (see 37 CFR 1.84(c)) should be written on the drawings in the front (not the back) of each sheet. Replacement sheet(s) should be labeled as such in the header according to 37 CFR 1.121(d).
6. ☐ DEPOSIT OF and/or INFORMATION about the deposit of BIOLOGICAL MATERIAL must be submitted. Note the attached Examiner's comment regarding REQUIREMENT FOR THE DEPOSIT OF BIOLOGICAL MATERIAL.

Attachment(s)

- | | |
|---|--|
| 1. <input checked="" type="checkbox"/> Notice of References Cited (PTO-892) | 5. <input type="checkbox"/> Notice of Informal Patent Application |
| 2. <input type="checkbox"/> Notice of Draftsperson's Patent Drawing Review (PTO-948) | 6. <input type="checkbox"/> Interview Summary (PTO-413),
Paper No./Mail Date _____. |
| 3. <input checked="" type="checkbox"/> Information Disclosure Statements (PTO/SB/08),
Paper No./Mail Date <u>8/27/03</u> | 7. <input type="checkbox"/> Examiner's Amendment/Comment |
| 4. <input type="checkbox"/> Examiner's Comment Regarding Requirement for Deposit
of Biological Material | 8. <input checked="" type="checkbox"/> Examiner's Statement of Reasons for Allowance |
| | 9. <input type="checkbox"/> Other _____. |

/Romain Jeanty/
Primary Examiner
Art Unit: 3624

EXAMINER'S AMENDMENT

1. An examiner's amendment to the record appears below. Should the changes and/or additions be unacceptable to applicant, an amendment may be filed as provided by 37 CFR 1.312. To ensure consideration of such an amendment, it **MUST** be submitted no later than the payment of the issue fee.

Authorization for this examiner's amendment was given in a telephone interview with Clifford O. Chi on January 20, 2009.

In the Claims:

This listing of claims will replace all prior versions, and listings, of claims in the application:

Claim 1 (Previously presented) A system for analyzing sales performances, the system being comprised in an application server, and comprising a performance calculating module, a performance analyzing module, a performance querying module, and a document updating module, wherein:

the performance calculating module is configured to calculate daily, monthly, and yearly sales performances in accordance with sales records, the sales records comprising sales return records and records on reselling of the sales returns, wherein the sales return records are reductions and the records on reselling of the sales returns are increases when calculating the sales performances;

the performance analyzing module is configured to analyze the sales performances relating to customers, products, sales departments, sales representative and channels of distribution in accordance with data stored in daily performance

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records, statistical performance records and planning performance records; the performance querying module is configured to query data on sales performances stored in the daily performance records, the statistical performance records and the planning performance records; and

the document updating module is configured to update data stored in the daily performance records and the statistical performance records; at least one processor of the application server for executing the performance calculating module, the performance analyzing module, the performance querying module, and the document updating module.

Claim 2 (Original) The system as claimed in claim 1, wherein the performance calculating module, the performance analyzing module, the performance querying module and the document updating module are comprised in an application server.

Claim 3 (Original) The system as claimed in claim 1, further comprising a database connecting module which connects the performance calculating module, the performance analyzing module, the performance querying module and the document updating module with the daily performance records, the statistical performance records and the planning performance records for data interchange there between.

Claim 4 (Original) The system as claimed in claim 1, wherein the daily performance records, the statistical performance records and the planning performance

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records are comprised in a database server.

Claim 5 (Original) The system as claimed in claim 4, wherein the database server comprises a database management module for managing data stored in the database server.

Claim 6 (Original) The system as claimed in claim 1, wherein the performance analyzing module can assist in obtaining implementation statuses of planned sales performances relating to customers, products, sales departments, sales representatives and channels of distribution.

Claim 7 (Original) The system as claimed in claim 1, wherein the data on sales performances queried by the performance querying module comprises data on customers, channels of distribution, sales representatives, sales departments, and products.

Claim 8 (Amended) A computer-enabled method for analyzing sales performances, the method comprising the steps of:

calculating daily sales performances in accordance with sales records by subtracting values of the sales records from total values of products of daily performances records if the sales records are sales return record, and adding values of the sales records to the total values of products of the daily performances records if the

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sales record records ~~[[is]]~~ are records in reselling of sales returns, and storing the daily sales performances in daily performance records of a database server;

calculating monthly and yearly sales performances in accordance with data stored in the daily performance records, and storing the monthly and yearly sales performances in statistical performance records of the database server;

querying the statistical performance records in accordance with an instruction input by a user;

analyzing sales performances relating to customers, products, sales departments, sales representative and channels of distribution in accordance with data stored in the daily performance records, the statistical performance records, and the planning performance records; and

displaying the query result and the analyzed sales performances in the form of a diagram or a picture for the user;

wherein the steps of calculating and analyzing are performed on a computer.

Claim 10 (Amended) A computer-enabled method for analyzing sales performances, the method comprising the steps of:

calculating daily sales performances in accordance with sales records by subtracting values of the sales records from total values of products of daily performances records if the sales records are sales return record, and adding values of the sales records to the total values of products of the daily performances records if the sales record records ~~[[is]]~~ are records in reselling of sales returns, and storing the daily sales performances in the daily performance records of a database server;

calculating monthly and yearly sales performances in accordance with data stored in the daily performance records of the database server, and storing the monthly

and yearly sales performances in statistical performance records of the database server;

querying the statistical performance records in accordance with an instruction input by a user;

analyzing sales performances relating to customers, products, sales departments, sales representative and channels of distribution in accordance with data stored in at least one of the daily performance records and the statistical performance records; and

displaying the query result and the analyzed sales performances in the form of a diagram or a picture for the user;

wherein the steps of calculating and analyzing are performed on a computer.

Allowable Subject Matter

2. Claims 1, 3-8 and 10 are allowed.

Reason for Allowance

3. The following is an examiner's statement of reasons for allowance:

The closest prior art of record is to Huang et al (US Patent No. 5,953,707). Applicant's arguments filed on August 26, 2008 (pages 12-13 in particular) are deemed to be persuasive and adequately reflect the Examiner's opinion as to why claims 1-23 and 120-125 are allowable over the prior art of record.

Any comments considered necessary by applicant must be submitted no later than the payment of the issue fee and, to avoid processing delays, should preferably

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accompany the issue fee. Such submissions should be clearly labeled "Comments on Statement of Reasons for Allowance."

Conclusion

4. The prior art made of record and not relied upon is considered pertinent to applicant's disclosure.

a. Landvater (US Patent No. 6,609,101). Landvater teaches a computer-implemented forecasting system for determining time-phased product sales forecasts for a retail store supply chain using product sales data generated by retail stores in the chain.

b. Gupta et al (US Patent No. 7,424,440), discloses a method for forecasting the effects of a marketing decision on future sales by analyzing product sales strategies using archived sales data.

c. Ikezawa et al (US Patent 7,305,352), discloses system for providing information regarding sales activities, to facilitate the sales activities to be performed by a sales staff of a company.

d. Kelman et al (US Patent 6,850,896), discloses an analyze module for analyzing sales performance. The analyze module further includes pre-defined reports that challenge or confirm assumptions about the customer market segments, and regional differences.

d. Jetter (WO 00/57976), discloses a method to allow a manufacturer to plan the supply of goods and services for a customer that integrates all information about a product, including current, past and projected future sales.

e. Slater (Strategy Type and Performance: The Influence of Sales Force Management),

f. Batt (Work Organization, Technology, and Performance in Customer Service and Sales) discloses the most effective way to organize work in service and work operations.

g. Grant et al (Examining Sales Force Performance in Organizations That Use Behavior-Based Sales Management Processes) discloses a sale management system which emphasizes on activities of salespeople.

Any inquiry concerning this communication or earlier communications from the examiner should be directed to Romain Jeanty whose telephone number is (571) 272-6732. The examiner can normally be reached on Mon-Thurs 7:30 am to 6:00 pm.

If attempts to reach the examiner by telephone are unsuccessful, the examiner's supervisor, Bradley Bayat can be reached on (571) 272-6704. The fax phone number for the organization where this application or proceeding is assigned is 571-273-8300.

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Information regarding the status of an application may be obtained from the Patent Application Information Retrieval (PAIR) system. Status information for published applications may be obtained from either Private PAIR or Public PAIR. Status information for unpublished applications is available through Private PAIR only. For more information about the PAIR system, see <http://pair-direct.uspto.gov>. Should you have questions on access to the Private PAIR system, contact the Electronic Business Center (EBC) at 866-217-9197 (toll-free). If you would like assistance from a USPTO Customer Service Representative or access to the automated information system, call 800-786-9199 (IN USA OR CANADA) or 571-272-1000.

/Romain Jeanty/
Primary Examiner
Art Unit 3624